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1998 ANNUAL REPORT

URBAN MUNICIPAL

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

1998 Leadership

President

Gary Graham, Gowling Strathy & Henderson

1st Vice-President

Bob Jones, Stelco Inc. - Hilton Works

2nd Vice-President

Shawn Chamberlin, Light Computer Centre

Treasurer

Barry Brownlow, Brownlow, Thompson & McKay

Past President

Bob Swenor, Dofasco Inc.

Directors:

Tony Battaglia, Tradeport International Corp.

Jim Bethune, Beverly Tire

David Borsellino, Dofasco Inc.

Pat Collins, The Hamilton Spectator

David Conrath, DeGroote School of Business, McMaster University

Ian Cowan, PricewaterhouseCoopers

Gary Cruise, Royal Bank of Canada

Sherrie Hicks, Hicks Furs

Bruce Maddox, G.A. Love Foods Inc.

Mirella Marsilio, Mirella's Ladies Boutique

Marcel Mongeon, McMaster University

Peter Reesor, Peter Reesor & Associates

Catherine Rellinger, Mohawk College

Hugh Russell, Financial Concept Group

Sherrie Thompson, New Attitude Fitness

Executive Director: - John Dolbec

Director of Club Operations - Colleen Billings

Director of Communications - Jim McDowell

Director of Finance - Jan Watts

Director of Marketing & Sales - Ken Sullivan

Director of Policy & Programming - Jo-Ann Orth

1998/99 Committee Chairs:

Dan Lawrie, Dan Lawrie Insurance Brokers, Ambassadors

Trish Tonaj-Castelli, Blossoms, Ancaster Division

John Hyslop, Union Gas/Union Energy, Business Development

Laura Tokaci, Global Business Connections, Businesswomen's

Jim Galea, Total Staffing, Connections

Alexander Szabo, Dundas Valley Collision Centre - Dundas Division

Brent Percival, Oldies 1150/102.9 K-Lite FM,

- Golf Tournament

Phil Bradley, Grant Thornton, Government Finance & Tax

Brenda Branch, Royal Botanical Gardens/Anna Bradford, The

Region of Hamilton-Wentworth - Greater Hamilton Hospitality

Marlene McIntyre, McIntyre Management Resources,

- Human Resources

Bob Swenor, Dofasco Inc. - Past President's Council

Marcel Mongeon, McMaster University, Science & Technology

Ruth Liebersbach, Ontario Auto Collision/Carstar - Transportation

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URBAN MUNICIPAL

March, 1999

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A Note from President Gary Graham

Advocating for the Business Taxpayer

As the leading advocate for local business your Chamber had a busy year on the tax front.

We worked hard to expose the essential unfairness of not having a uniform business education tax in the province. At the Ontario Chamber Convention we helped get a resolution passed calling for action in that regard. Some progress was made when the Province announced an eight year phase in period at the end of which Hamilton will be brought to the provincial average. This is not good enough. In 1998 alone, it is estimated Hamilton business will subsidize business education taxpayers in other Ontario communities to the tune of \$18 million. This will be a major issue for us in the upcoming provincial election.

We acknowledge the good work our Government Finance & Taxation Committee did this year on that and other issues. We are pleased to announce that one of the Committee's members, Ian Cowan of PricewaterhouseCoopers, has agreed to stand for election as 2nd Vice President of your Chamber.

Our other policy committees, with the support, encouragement and backing of the Board, tackled many other difficult problems, then saw their work rewarded in various public forums and area media.

The issues those committees addressed included the proposed Ancaster Small Office/Home Office by-law; provincially mandated Current Value Property Assessment; Downloading; the Red Hill Creek Expressway; property tax reform; and municipal restructuring. In most instances we were successful in having the spotlight shifted to new solutions and in challenging decision makers to have regard for the balanced business perspective we put forward.

Our "Calls to Action" and "Opinion Surveys" generated considerable involvement. Your participation was appreciated and lent credibility to the positions we advocated.

In the area of membership services, surveys told us we were moving in the right direction. An improved membership retention rate confirmed it. We have learned new members must be engaged and involved in Chamber activity and our Ambassadors Committee plays a key role in that regard.

We also made progress towards bringing local business people closer to the excellent post-secondary educational resources our community enjoys in McMaster University and Mohawk College. For example, professors from the Michael G. DeGroote School of Business conducted a series of seminars on a wide range of subjects at The Chamber Club.

Our "Seminars," "Small Business Showcases," "Networking Opportunities," "Ancaster and Dundas Citizens of the Year / Youth Volunteers of the Year," "Presidents' Panel/Economic Forecast" and "Outstanding Business Achievement Awards" programs, were consistently rated by members as good to excellent on the "Value and Satisfaction" scale. Chamber staff redesigned and refocused PANORAMA magazine to make it an even more effective information and advertising resource for members.

Our bi-weekly fax newsletter "Working for You" is widely read and masthead advertising sold out months in advance.

The Chamber Club continued to build on its positive reputation.

And Membership reached the highest levels ever.

To loud applause, and with the support of the Royal Bank, Philip Services, The Hamilton Spectator and ONtv, we hosted Hamilton's Distinguished Citizen of the Year & Youth Volunteer of the Year Awards Dinner for the first time.

This year was our new Executive Director's first in office. John Dolbec has impressed everyone with his energy, enthusiasm and commitment to the Chamber.

We brought the work of the committees and Board closer together, by encouraging Board members to sit on a committee, and by having the Nominating Committee look to those committees, as well as the broader business community, when filling board vacancies.

Finally, my appreciation to all who were active in the Chamber through service on the Board, policy committees, task forces, and area divisions. As I leave the office of President I ask you to continue your involvement under the leadership of new President, Bob Jones of Stelco.

COMMITTEE ACTIVITY 1998

Ambassadors Committee:

Chairs - Paul Gibel/Dan Lawrie

- Hosted 8 very successful "Business After Business" and 2 Small Business Showcases
- Increased the size of the committee from 9 to 14
- Attended special events acting as Ambassadors to assist where needed (i.e. Outstanding Business Achievement Awards)
- Worked with Chamber staff to assist in the delivery of Member Services and Membership Retention
- Contacted new members...informed them about Chamber activities and services and encouraged them to participate in Special Events, Committees and Networking functions

Business Development Committee:

Chairs - Jeff Brookfield/John Hyslop

- Researching the implications and benefits of a Bottle Deposit Refund System for the LCBO
- Surveyed Membership on the Charity Casino Issue
- Had the new Downtown Co-ordinator for the Hamilton Downtown Partnership Program as a Guest Speaker and continued to monitor the regrowth and revitalization of the Downtown Core
- Provided input and support to the City in its successful efforts to lobby against the Downtown site for a Correctional Facility
- Reviewed and are making a recommendation on the Auto Pact Tariff
- Will provide input to Regional Government's Economic Development Plan

Businesswomen's Committee:

Chair - Laura Tokaci

- New Committee this year started in September with approx. 20 members
- Held Kick-off breakfast in October with Guest Speaker Marlene Coffey, the new co-ordinator of the Downtown Hamilton Partnership Program
- Reviewing mandate and organizing into subcommittees to deal with Special Events, Community Relations and Personal Development

Government Finance & Taxation Committee:

Chairs - Phil Bradley/Chris Leighfield

- Surveyed members re: impact of Current Value Assessment on Property Tax Billings
- Presentation received from Regional Finance officials re: Regional Tax Policies and Provincial legislation limiting CVA related increases to business property taxes
- Participation in Region's Advisory Committee on Competitive Municipal Taxation Policy
- Breakfast meeting held with four local MPP's to exchange information and views
- Provides input on an ongoing basis direct to Regional Government staff on taxation issues
- Assisted Canadian Chamber to successfully lobby for material reductions in EI Premiums

New

Greater Hamilton Hospitality Committee:

Chairs - Brenda Branch & Anna Bradford

- Reviewing existing mandate
- Provides Chamber with input to new "Made in Hamilton" Industrial Trail Millennium Project
- Hosts the Greater Hamilton Tourism Awards Dinner. Date in '99 is Thursday, May 27th at Carmen's
- Hosts the Greater Hamilton Hospitality & Tourism Awareness Show which in '99 is scheduled for Friday, May 28th through Sunday, May 30th at the Royal Botanical Gardens
- Focus Group composed of key industry personnel, has been developed to provide input and support to assist in the implementation of Greater Hamilton's Tourism Development Plan

Human Resources Committee:

Chair - Marlene McIntyre

- The committee redefined it's mandate this year and created five new subcommittees to deal with: Labour; Education and Training; Legislation; Public Relations/Communications and Personal Development
- Established linkages with Hamilton-Wentworth Training Board and Human Resources Professional Assoc. of Hamilton; Youth Job Start through Industry Education Council
- Introduced a variety of speakers who presented timely and useful topics relating to Human Resources.

New

Science & Technology Committee:

Chair - Marcel Mongeon

- New Committee formed to deal with rising technology and the coming millenium
- Have put together a series of articles for Panorama Magazine to inform members about computer record keeping, consultants for computer millenium solutions, etc.
- Reviewing available funding capital for new science and technology businesses

Transportation Committee:

Chairs - Leo Laviolette/Ruth Liebersbach

- Participated by replying to a Draft Scoping Document from the Dept. of Fisheries and Oceans re: Fish Habitat and the Red Hill Creek Expressway which successfully limited the scope of the Environmental Assessment
- Represented The Chamber on the Community Stakeholders Committee to provide advice to the Region regarding the impact assessment process for the Red Hill Creek Expressway
- Reviewed the Smart Moves Downtown Hamilton Transportation Study and had representatives from downtown business groups expressing their views of the two way street issue
- Letter of Support for Hamilton Airport to the Minister of Transportation regarding Hamilton as an alternative airport instead of the proposed Pickering site
- Assisted Hamilton Airport in their quest for a major airline
- Assisted in the Nomination process for the future Port Authority Operating Board
- Reviewed the Hamilton Harbour Waterfront Trail

Guyatt Wood + Moffatt

Chartered Accountants

Michael B. Guyatt, BComm, CA
C. Brad Moffatt, BComm, CA
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AUDITORS' REPORT

To the Directors and Members of
The Hamilton and District Chamber of Commerce:

We have audited the balance sheet of The Hamilton and District Chamber of Commerce as at December 31, 1998 and the statements of revenues and expenses, surplus and cash flows for the year then ended. These financial statements are the responsibility of the Chamber's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of The Hamilton and District Chamber of Commerce as at December 31, 1998 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles.

Hamilton, Ontario
February 9, 1999


GUYATT WOOD + MOFFATT
CHARTERED ACCOUNTANTS

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
BALANCE SHEET
DECEMBER 31, 1998

ASSETS	1998	1997
(Restated - Note 8)		
CURRENT ASSETS		
Cash	\$133,084	\$ 73,245
Accounts receivable	205,609	211,412
Inventories	21,046	20,291
Prepaid expenses and supplies	18,367	19,491
	<u>378,106</u>	<u>324,439</u>
CAPITAL ASSETS	<u>82,855</u>	<u>119,482</u>
	<u>\$460,961</u>	<u>\$443,921</u>
LIABILITIES AND SURPLUS		
CURRENT LIABILITIES		
Accounts payable and accrued charges	\$125,485	\$133,422
Fees received in advance	216,787	159,006
Current portion of long term liability	-	11,894
	<u>342,272</u>	<u>304,322</u>
SURPLUS	<u>118,689</u>	<u>139,599</u>
	<u>\$460,961</u>	<u>\$443,921</u>

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
STATEMENT OF REVENUES AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 1998

	1998	1997
(Restated - Note 8)		
REVENUES		
Membership fees	\$344,446	\$314,886
Initiation fees	33,943	31,860
Publications	58,484	71,117
Special events	62,025	63,226
Group insurance	27,099	26,506
Coin project and other	16,793	(2,731)
	<u>542,790</u>	<u>504,864</u>
EXPENSES		
Secretariat expenses	\$28,873	465,056
Club operations	34,827	26,311
	<u>563,700</u>	<u>491,367</u>
EXCESS OF (EXPENSES OVER REVENUES)		
REVENUES OVER EXPENSES FOR YEAR		
	<u>\$ (20,910)</u>	<u>\$ 13,497</u>

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
STATEMENT OF SURPLUS
FOR THE YEAR ENDED DECEMBER 31, 1998

	1998	1997
SURPLUS AT BEGINNING OF YEAR		
As previously reported	\$150,768	\$134,329
Adjustment for correction of retail sales tax on printing costs	(11,169)	(8,227)
As restated	<u>139,599</u>	<u>126,102</u>
EXCESS OF (EXPENSES OVER REVENUES)		
REVENUES OVER EXPENSES FOR YEAR	<u>(20,910)</u>	<u>13,497</u>
SURPLUS AT END OF YEAR	<u>\$118,689</u>	<u>\$139,599</u>

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 1998

	1998	1997
(Restated - Note 8)		
OPERATING ACTIVITIES		
Excess of (expenses over revenues) revenues over expenses for year	<u>\$ (20,910)</u>	<u>\$ 13,497</u>
Add items not requiring cash outlay:		
Amortization of capital assets	66,097	63,349
Loss on disposal of capital assets	5,199	1,354
	<u>50,386</u>	<u>78,200</u>
Changes in components of operating working capital providing (utilizing) cash	<u>56,016</u>	<u>(44,901)</u>
CASH PROVIDED BY OPERATING ACTIVITIES	<u>106,402</u>	<u>33,299</u>
INVESTING AND FINANCING ACTIVITIES		
Purchase of capital assets	(35,229)	(43,962)
Disposal of capital assets	560	-
Repayment of long term liability	(11,894)	(13,477)
CASH USED IN INVESTING AND FINANCING ACTIVITIES	<u>(46,563)</u>	<u>(57,439)</u>
INCREASE (DECREASE) IN CASH DURING THE YEAR	<u>59,839</u>	<u>(24,140)</u>
CASH AT BEGINNING OF YEAR	<u>73,245</u>	<u>97,385</u>
CASH AT END OF YEAR	<u>\$133,084</u>	<u>\$ 73,245</u>

DIVISIONS

Ancaster Division

Chairs - Philip Bradley/Trish Tonaj-Castelli

- Represented the interests of the hundreds of SoHo (Small Office\ Home Office) businesses in the community as the Town tried to develop a Home Based Business By-Law. The Chamber was successful in having the proposed by-law withdrawn
- Hosted its 7th Annual "Ancaster Citizen of the Year & Youth Volunteer of the Year Awards Dinner."
- Participated in the Ancaster Heritage Days Parade
- Hosted small business seminars with the Economic Development Department
- Held a Joint meeting with Dundas Division with Guest Speaker, Treasurer Alan Ross of the Region on Current Value Assessment implementation

Dundas Division

Chair - Alex Szabo

- Hosted its 8th Annual Citizen of the Year & Youth Volunteer of the Year Awards Dinner
- Hosted the lighting of the Town's Official Christmas Tree (over 500 residents in attendance)
- Held a joint meeting with the Ancaster Division to hear from City/Region GM of Finance on Current Value Property Assessment
- Continued to operate the Town's Farmers Market
- Participated in the Annual Cactus Festival Parade
- Heard from a variety of speakers on a variety of issues at their 10 monthly meetings.

SOCIAL/LEADS GENERATING COMMITTEES

Connections:

Chairman - Jim Galea

- This dynamic group of 66 Chamber companies meet bi-weekly to exchange leads and develop on-going relationships among members
- Created awareness of each member's products and service
- Utilized the products and services of members
- Developed a business directory and business card portfolio to assist in generating business opportunities
- The success of Connections has lead to the launching of another Leads exchange group "Contacts"

President's Golf Tournament:

Chair - Brent Percival

- 1998 was an **Outstanding Success!** The tournament had 236 golfers from all levels of skill who played in perfect weather conditions at Flamborough Hills and retired to a great dinner and night of fun at the Chamber
- Added a new attraction this year, the "Combination Hole" and for the first time our Putting Contest was free.
- The Committee is very committed to having the tournament be one of the best in Hamilton
- Thanks to major sponsors Light Computer Centre, Planned Giving Services and Weslink Datalink Corp.

DID YOU KNOW?

Our orientation and 9th month membership satisfaction surveys are telling us...

We're on the Right Track!

Members want more ways to get involved and we've responded by organizing over 70 different functions where members can network and/or co-sponsor various events.

THE CHAMBER CLUB

WE MAKE DOING BUSINESS A PLEASURE.....ASK US ABOUT OUR "CORPORATE CATER PLAN"

Featuring: Convenient Free Parking, Quality Food, Reasonably Priced; "User Friendly" Efficient Service

1998 Bulletin! We served over 4900 Snowballs
 Held over 1500 Functions & Events
 Toasted over 1900 Clubhouses
 Cracked over 30,000 Eggs
 Folded over 21,000 Napkins
 Celebrated over 30 Weddings
 and
 Relished Every Minute of It!

Just Add Water! "The Perfect Solution"

For all of your function needs...call "The Chamber"
 Your Exclusive Waterfront Club (522-1151 ext. 226/228)

153rd Annual Meeting Evening Sponsors

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Our product is steel. Our strength is people.

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Chartered Accountants

VIA

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